VI SEMESTER

		Paper	Instruction hrs/week	Duration of Exam (hrs)	Marks			Credits
					IA	Exam	Total	
Part 2 Optional	Income Tax – II	6.1	4	3	30	70	100	3
	Auditing and Attestation	6.2	4	3	30	70	100	3
	Goods and Services Tax	6.3	4	3	30	70	100	3
	Business Regulations	6.4	4	3	30	70	100	3
	Elective 3	6.5	4	3	30	70	100	3
	Elective 4	6.6	4	3	30	70	100	3
Part 3	/Business Skill Development Course (BSDC)* a**. Internship with Business organizations**				30 (viva voce)	70 Project	100	2
	b. Skill Enhancement Course **Placement Training**		2	-	100	-	100	2
Part 4	Ability Enhancement Compulsory Course (AECC)		3	3	30	70	100	2
	Total Marks and Total Credits						**900**	**24**

PART 3
BUSINESS SKILL DEVELOPMENT COURSE (BSDC)*
A. INTERNSHIP WITH BUSINESS ORGANIZATIONS

OBJECTIVES:

- To enhance the classroom learning
- To provide training and experiential learning opportunities for students
- To provide an opportunity to apply knowledge and skills acquired by the students in the classroom to professional context

GUIDELINES TO THE INSTITUTION:

1. Each student will have to work in a Business Organization for three weeks during the vacation between fifth and sixth semester.
2. The entire batch of students to be divided equally among the department faculty members. The faculty members should be the mentors and guide the students in internship process.
3. The students must submit the Certificate for completion of internship by the organization to the college along with a brief report of not less than 50 pages. The report to contain a brief detail of the organization, nature of business, a write up on the learning outcome from the internship carried out by them.

MARKS ALLOCATION:

a. The external examiner appointed by the university shall award 70 marks on the basis of Internship Report submitted by the student.
b. A Viva Voce to be conducted by the external examiner for 30 Marks to assess the learning outcome of the Internship report submitted by the students at the end of the semester.
c. After assessment, marks scored by the candidate to be sent to BU along with IA Marks.
d. Remuneration for the external examiner shall be paid by the University as per the norms from time to time.

SKILL ENHANCEMENT COURSE - PLACEMENT TRAINING**

OBJECTIVE:
To prepare the student for corporate placements

GUIDELINES TO THE INSTITUTION:
1. BBA department shall conduct placement training for a minimum of two hours per week.
2. The students should be trained in the areas of personal interview, resume preparation, email-etiquette, corporate etiquette and work discipline.

MARKS ALLOCATION
a) The Relevant marks to be awarded to the students on completion of the training. IA marks shall be awarded on the basis of Practical Record (25 marks), Mock Personal-Interview (25 marks) and Test on Resume-preparation & Etiquettes (50 marks).
b) The Institution should send the marks to the University along with IA Marks scored by them in the VI Semester.

PLACEMENT TRAINING

Syllabus / Lesson Plan

Objective: To train the student to enhance life skills, with an intent to enhance overall personality & perform well at the campus placement process.

Unit 1 : Introduction to CRT **(5 Hours)**

Introduction, Importance of holistic personality development, to add value to portfolio of the student. Self-SWOT: Find strengths and weaknesses to maximize the chance of recruitment through SWOT/C Of the company. End Result: Making of Purpose statement.

Unit 2: Importance of Behavioural traits / Soft skills **(8 hours)**

Importance of Attitude; Explain the concept of Perception, Interpersonal Skills, Body Language, Psycho- metric assessment. Teach Business Communication Skills to learn ETIQUETTES at the workplace including Telephone, Internet, Social Media. How can you add value to the organization? General Knowledge (GK) & awareness of recent market trends.

Unit 3: Personal Interview (PI),Leadership and team Building **(4 hours)**

Preparing to attend a job interview teaching them via Role plays. Understand the importance of technology in PI. Leadership and team Building- Methods and techniques

Unit 4: Interview techniques **(06 Hours)**

Importance of Interviews, Art of conducting and giving interviews, Placement interviews - discipline interviews - appraisal interviews – exit interviews.

SKILL DEVELOPMENT:
- Understand self-better – through the SWOC Analysis and SWOC of a company to understand, analyse and equip the candidate to the jobs' requirements.

- Showcase self through A-V profile
- Personal Interview.

SOURCES OF INFORMATION:

- Job Interview: Top 100 Job Interview Questions and Answers for your Job Interview Preparation; Get Hired Fast with these Job Interview Tips by Dominic Black.
- A Complete Kit for Group Discussion, by S. Hundiwala.
- Resume: The Secrets to Writing a Resume that is Guaranteed to Get You the Job (Resume Writing, CV, Interview, Career Planning, Cover Letter, Negotiating Book by James Storey.

ELECTIVE GROUPS

1 ELECTIVE: ACCOUNTING AND FINANCE

Semester No.	Paper Code	Title of the Paper
V	A&FN1	Advanced Accounting
	A& FN2	Derivatives and Risk management
VI	A& FN3	Costing Methods and Techniques
	A&FN4	Security Analysis and Portfolio Management

2 ELECTIVE : MARKETING AND HUMAN RESOURCE

Semester No.	Paper Code	Title of the Paper
V	MK&HR1	Consumer Behavior and Marketing Research
	MK&HR2	Performance Management
VI	MK&HR3	Logistics and Supply Chain Management
	MK&HR4	Emotional Intelligence

3 ELECTIVE : IT AND DATA ANALYTICS

Semester No.	Paper Code	Title of the Paper
V	IT&DA1	Entrepreneurship Resource planning (ERP)
	IT&DA2	E-Governance
VI	IT&DA3	Data analysis for Social Sciences
	IT&DA4	Business Analytics